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# Ingram Micro Signs Global Contract With Cisco; Launches Global Order Desk

**New global terms enable customers to leverage international business opportunities, expand into new markets and fulfill orders from Boston to Beijing**

SANTA ANA, Calif., Nov. 13 /PRNewswire/ --*Ingram Micro Inc.* (NYSE: IM), the world's largest technology distributor, today announced it has signed a global contract with networking leader *Cisco Systems Inc.* that standardizes terms and conditions across all regions. As Cisco's largest global distributor, Ingram Micro will now be able to offer its resellers international access to Cisco products and related services with consistent terms, processes and support.

"Ingram Micro is committed to helping our vendors and customers grow their businesses, whether it be selling solutions across the street or across the globe," said Ken Bast, vice president, vendor management, Ingram Micro Inc. "Ingram Micro's new global contract with Cisco allows our resale partners to take full advantage of business opportunities on a worldwide scale. Now, our customers will be able to expand into new markets, as well as support their existing global clients with quicker product availability, which will ultimately shorten their sell cycle and positively impact their balance sheets."

Through these new terms, Ingram Micro's reseller partners can take advantage of Ingram Micro's unparalleled worldwide footprint and gain entry into countries in which they currently do not have a presence. The contract applies to the more than 150 countries in which Ingram Micro supports Cisco sales. In addition, customers receive dedicated worldwide Cisco support through the Ingram Micro Global Order Desk, which will help customers fulfill orders all over the world. Staffed by a team of knowledgeable specialists, the Global Order Desk ensures that all parties comply with all legal, tax and trade requirements that are typical in cross-border deployments.

"Cisco is on the forefront of evolving traditional business models and programs to support globalization, and of operating as 'one Cisco,'" said Dave O'Callaghan, vice president distribution for Cisco. "This new global contract is another example of how our solid partnership with Ingram Micro can benefit not only our two companies, but also any solution provider looking to expand its global footprint."

"We've been partnering with Ingram Micro and Cisco for nearly six years and we're excited about the possibilities this global contract presents," said Deron Pearson, president and co-founder of *Nexus*. "Ingram Micro's global contract with Cisco helps make it easier to do business in new markets and tap revenue streams that did not previously exist."

To find out more about the Ingram Micro Global Order Desk, call (800) 780-7476 or e-mail [globalorderdesk@ingrammicro.com](mailto:globalorderdesk@ingrammicro.com).

*About Ingram Micro Inc.*

As a vital link in the technology value chain, Ingram Micro creates sales and profitability opportunities for vendors and resellers through unique marketing programs, outsourced logistics services, technical support, financial services, and product aggregation and distribution. The company serves more than 150 countries and is the only global broad-based IT distributor with operations in Asia. Visit [www.ingrammicro.com](http://www.ingrammicro.com).

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